AG376-1

METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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NOVEMBER 1989 METAL TREATING INDUSTRY SALES DECLINE BY 2.2%

November 1989 billings reached $46.9 million, off 2.2% from the November 1988 figure of $48.0 million.

For the year-to-date, metal treaters have recorded sales of $535.7 million. This is 3.1% over the 1988 total for this period of $519.8 million.

Four of the nine MTI districts exceeded November 1988's total. Seven of the districts outpaced their 1988 year-to-date sales total.

A summary of percentage change by geographic regions follows:

	District	Nov 89 vs. Nov 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	3.7	0.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 1.6	2.7
3	South Central (W.PA-OH-IN-KY)	6.1	7.2
4	Michigan	-14.6	1.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-11.8	3.9
6	North Central (IL-WI-MN-MO-IA)	- 0.2	4.7
7	Pacific Coast (CA-AZ-ORE-WASH)	6.7	9.1
8	Southwest (TX-OK-AR-CO-LA-UT)	0.6	- 4.5
9	Canada	-13.6	- 5.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1989

BILLINGS FOR MONTH

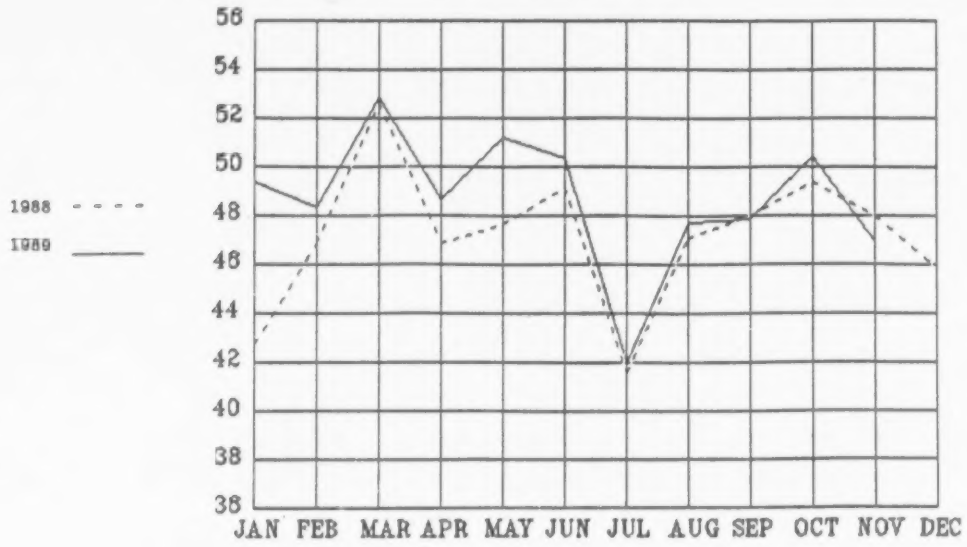
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	217	47964.5	46896.3	- 2.2	100.0	100.0
Dist. 1	16	2925.3	3033.6	3.7	6.1	6.5
Dist. 2	26	4659.2	4585.6	- 1.6	9.7	9.8
Dist. 3	40	8129.9	8623.5	6.1	16.9	18.4
Dist. 4	24	6564.0	5602.7	-14.6	13.7	11.9
Dist. 5	18	2823.9	2491.6	-11.8	5.9	5.3
Dist. 6	33	8726.7	8706.1	- 0.2	18.2	18.6
Dist. 7	27	6158.3	6569.2	6.7	12.8	14.0
Dist. 8	18	2763.2	2780.4	0.6	5.8	5.9
Dist. 9	15	5214.0	4503.7	-13.6	10.9	9.6
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	519825.8	535708.6	3.1	100.0	100.0
Dist. 1	34555.9	34740.1	0.5	6.6	6.5
Dist. 2	50636.5	51981.4	2.7	9.7	9.7
Dist. 3	88345.6	94730.9	7.2	17.0	17.7
Dist. 4	69229.1	69942.1	1.0	13.3	13.1
Dist. 5	29692.3	30845.6	3.9	5.7	5.8
Dist. 6	96081.3	100589.1	4.7	18.5	18.8
Dist. 7	66801.2	72900.4	9.1	12.9	13.6
Dist. 8	32605.1	31126.9	- 4.5	6.3	5.8
Dist. 9	51878.5	48852.7	- 5.8	10.0	9.1

MILLIONS

NATIONAL BILLINGS



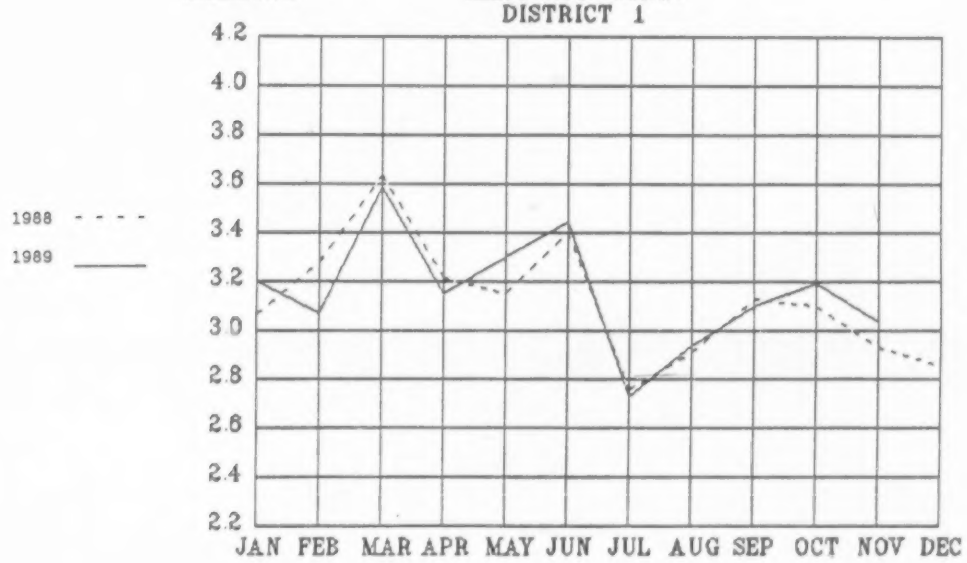
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.6	3.1	0.4	3.8	7.5	2.5	1.0	1.5	-0.3	2.1	-2.2	
% Change	Cumulative	15.6	9.1	5.9	5.4	5.8	5.2	4.7	4.3	3.8	3.6	3.1	

MILLIONS

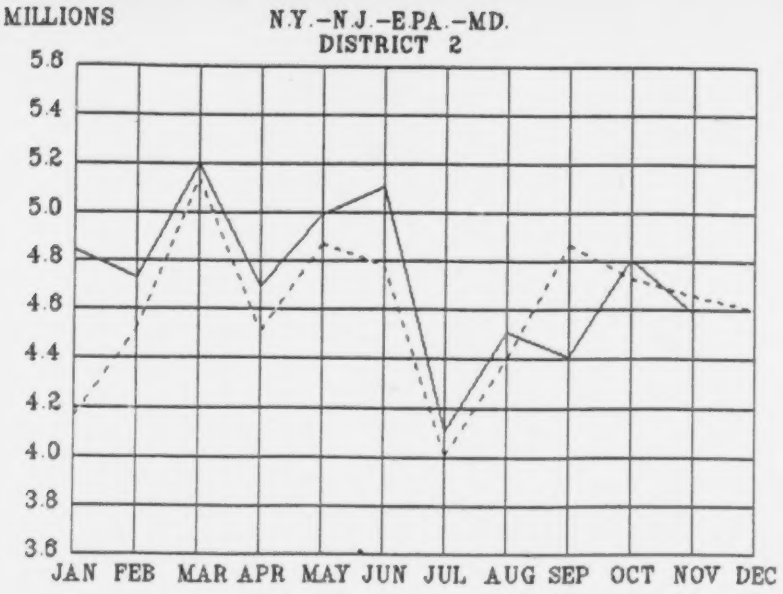
MASS.-R.I.-CONN.
DISTRICT 1



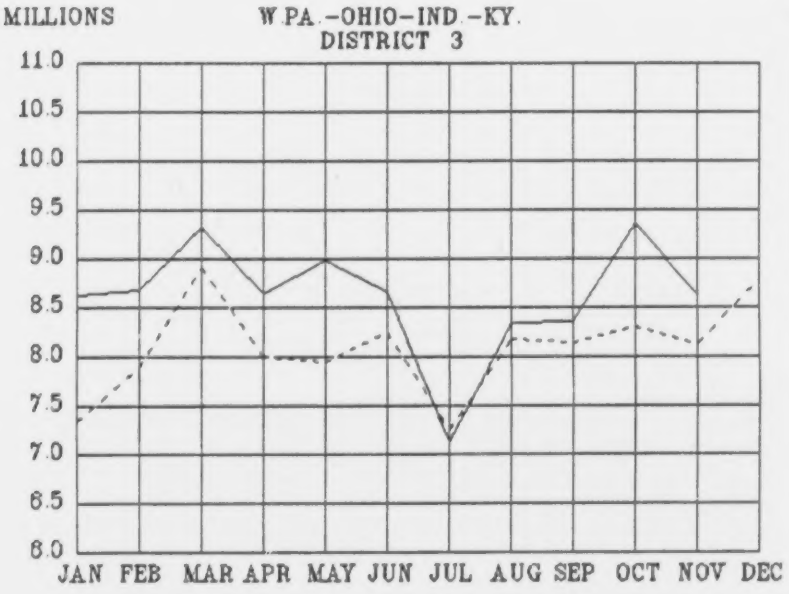
1988 - - - -

1989 ———

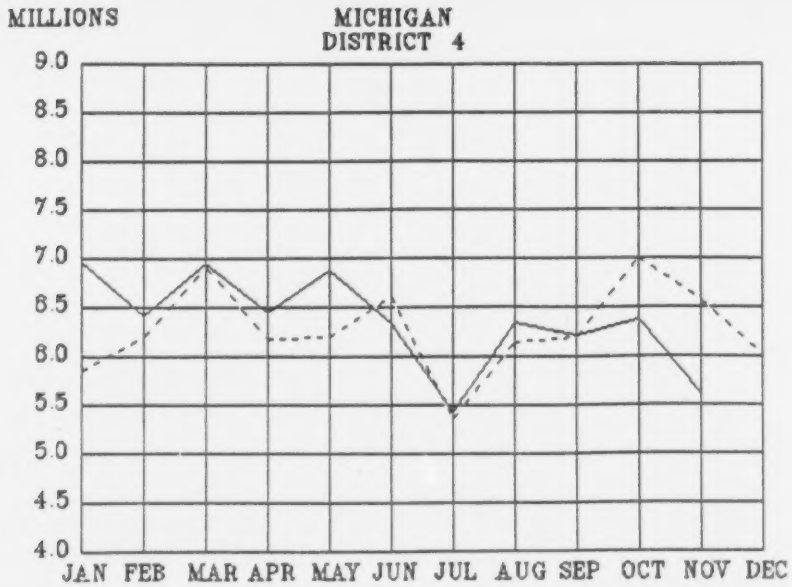
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9	2.9	3.7	
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0	0.2	0.5	



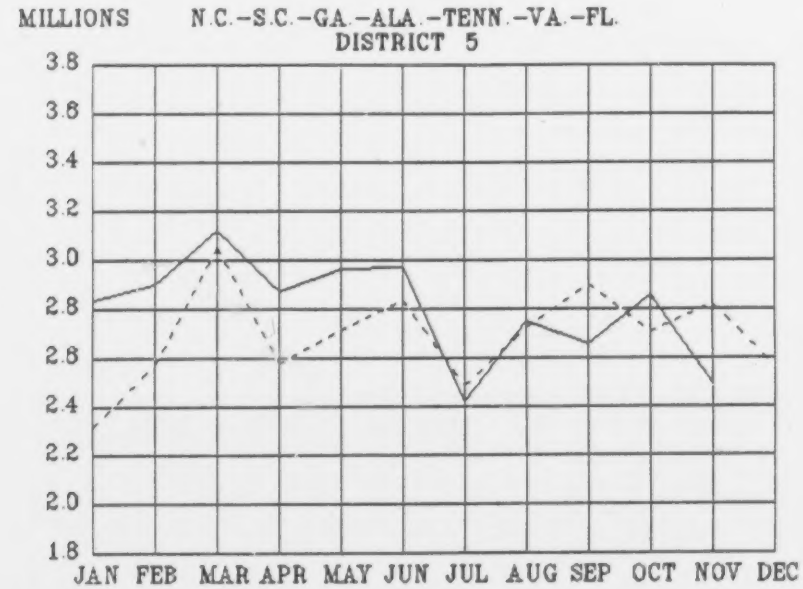
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-9.4	1.6	-1.6	
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.3	3.1	2.7	



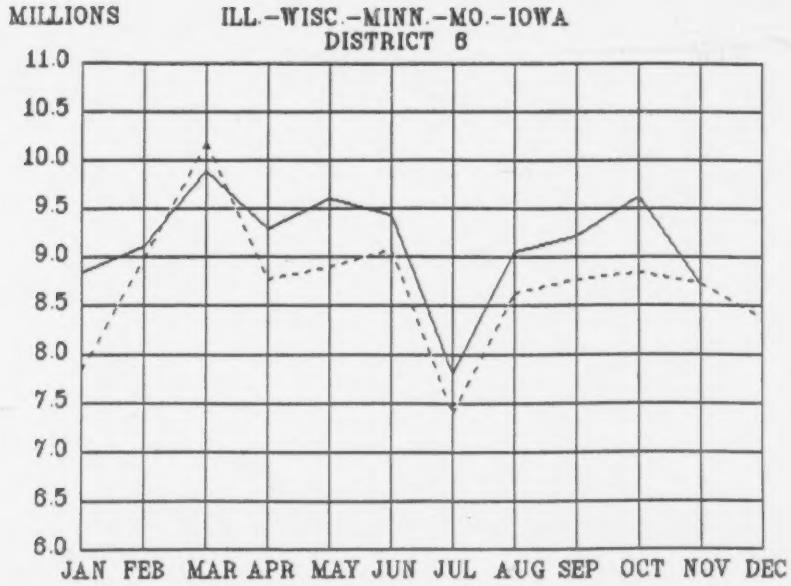
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	10.0	4.7	8.1	13.1	5.0	-1.9	2.0	2.5	12.9	6.1	
% Change	Cumulative	17.5	13.6	10.3	9.8	10.4	9.5	8.0	7.2	6.7	7.3	7.2	



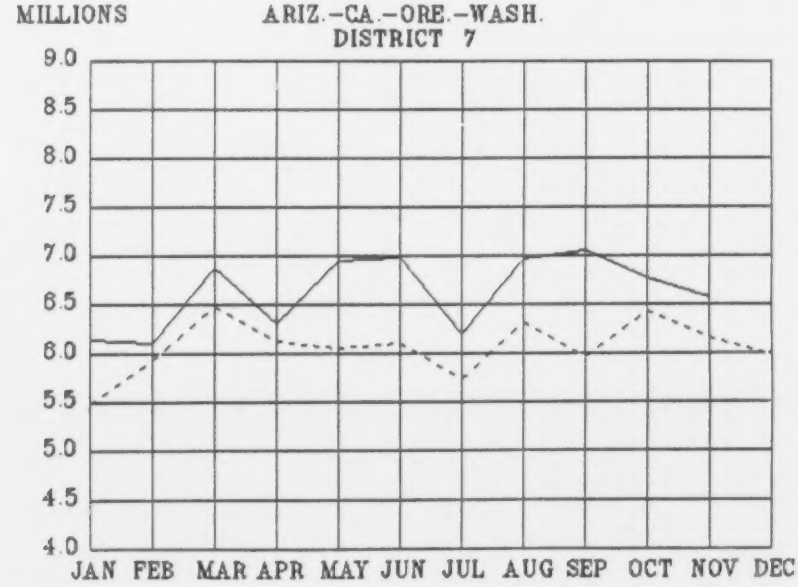
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4	-8.8	-14.6	
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6	4.1	2.7	1.0	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4	5.8	-11.8	
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5	5.5	3.9	



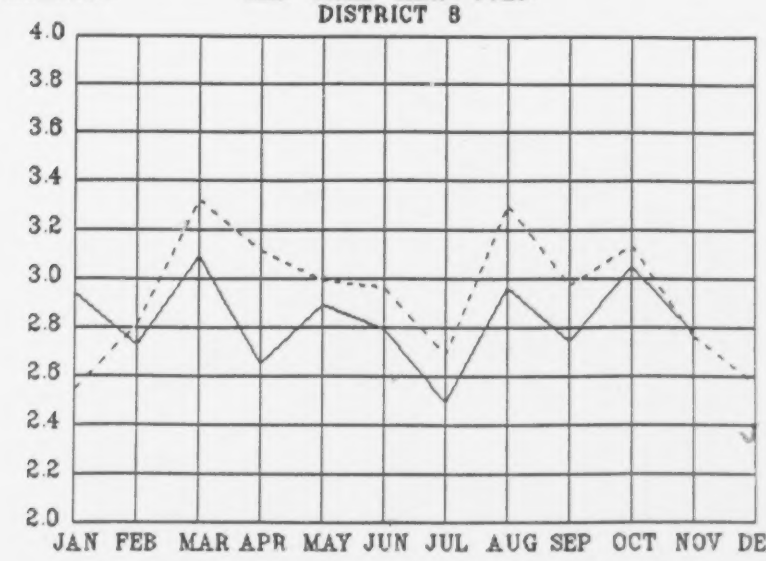
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.1	9.0	-0.2	
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8	5.2	4.7	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	18.2	5.2	6.7	
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	9.9	9.4	9.1	

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



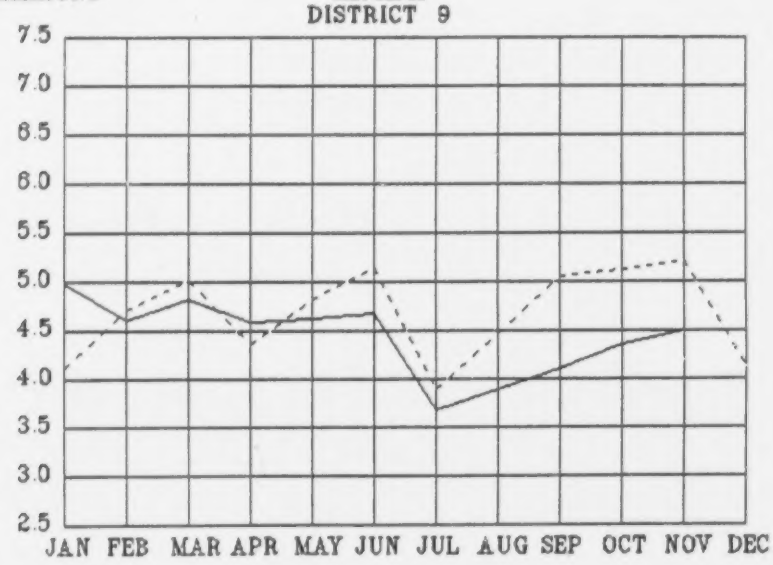
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7	-2.8	0.6	
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0	-5.3	-5.0	-4.5	

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3	-2.1	-3.9	5.3	-3.8	-8.9	-5.4	-12.7	-18.6	-15.0	-13.6	
% Change	Cumulative	21.3	8.8	4.2	4.4	2.7	0.6	-0.1	-1.7	- 3.7	-5.0	- 5.8	